

# The Evolution of SIFMA and the Challenges Ahead

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SIFMA

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## Who We Are:

SIFMA represents the shared interests of more than 650 securities firms, banks and asset managers locally and globally through offices in New York, Washington D.C., and London. Its associated firm, the Asia Securities Industry and Financial Markets Association, is based in Hong Kong.

# Governance: Board of Directors

James Allen, Hilliard Lyons

Bernard Beal, M.R. Beal & Co.

Richard Brueckner, Pershing LLC

Niall Cameron, ABN-AMRO

Deborah Castiglioni, Cutter & Co.

Jerry del Messier, Barclays Capital

Tony Ehinger, Credit Suisse

Ed Forst, Goldman Sachs

John Gidman, Loomis Sayles

James Gorman, Morgan Stanley

Arthur Grant, Cadaret, Grant

Chet Helck, Raymond James

Noe Hinojosa, Estrada Hinojosa

Marten Hoekstra, Private Client, UBS

Shigesuki Kashiwagi, Nomura Securities International

Alexandra Lebenthal, Alexandra & James

Jay Levine, RBS Greenwich Capital

Dan Ludeman, Wachovia Securities

Peter Madoff, Bernard L. Madoff Securities

Thomas Maheras, Citigroup

Blythe Masters, JP Morgan Chase

Robert McCann, Merrill Lynch

Ellyn McColgan, Fidelity Brokerage Company

Bart McDade, Lehman Brothers

Mark Medford, FTN Financial

Craig Overlander, Bear Stearns

Ben Plotkin, Chairman & CEO, Ryan Beck

Paul Purcell, Robert W. Baird & Co.

Suzanne Shank, Siebert Brandford Shank

John Taft, RBC Dain Rauscher

Seth Waugh, CEO, Deutsche Bank Americas

James Weddle, Edward Jones

Richard Weil, PIMCO

Mark Werner, Banc of America

## Who We Strive to Be:

SIFMA is the powerful voice of the securities industry and global financial markets.

## What We Are:

- ▶ Committed to excellence
- ▶ Member-driven
- ▶ Investor & issuer-focused
- ▶ Effective & forward-thinking
- ▶ Accountable & trustworthy
- ▶ Cost-efficient

# What We Do:

- ▶ Lead
- ▶ Advocate
- ▶ Educate

## Why We Do It:

The Securities Industry and Financial Markets Association's (SIFMA) mission is to champion policies and practices that benefit investors and issuers, expand and perfect global capital markets, and foster the development of new products and services. Fundamental to achieving this mission is earning, inspiring and upholding the public's trust in the industry and the markets.

1. Ensure the public's trust in the securities industry and financial markets.
2. Encourage retirement savings and investment.
3. Promote effective and efficient regulation.
4. Facilitate more open, competitive and efficient global capital markets.

1. SRO Consolidation.
2. U-5 Notices.
3. Fee-Based Accounts.

## How We Do It:

- ▶ SIFMA collaborates and coordinates with members via committees and divisions to foster effective capital-raising and investment policies;
- ▶ Presents member firm views to legislative and regulatory bodies at the state, federal and global levels;
- ▶ Works in partnership with other national and global trade associations;
- ▶ Provides forums and conferences for addressing key industry issues;
- ▶ Acts as a source of comprehensive and credible industry and market research, as well as a catalyst for ideas;
- ▶ Offers a broad range of cost-saving and project-enhancing services, including professional education and best practices, to assist member firm executives in their management responsibilities.

Essential Fundraising Tools

Support Campaign Committees of Both Parties

Contribute to House/Senate Leadership PACs

Enable Government Relations Staff to Attend Fundraising Events and Spend Time with Members and Candidates

Provide for New Initiatives

Have Sufficient Resources to Appropriately Deal with the Changing Political Landscape on Capitol Hill

Mission: To represent the breadth and depth of the industry and markets to advance SIFMA's business and policy interests

## 2005-2006 Election Cycle

<u>PAC</u>	<u>Receipts</u>	<u>Rank</u>
SIA-PAC	\$993,853	214
BondPAC	\$940,710	225
Total	\$1,934,563	98 of 3480